

## **MARK NICHOLS, SOLE PROPRIETOR OF TELPHONIC (QWEST RESELLER)**

### **SHORT BIOGRAPHY:**

Internationally recognized telecommunications expert by Tier 1 carriers, equipment manufacturers and telephony application service providers worldwide.

### **LEGAL CASEWORK SUPPORT:**

Lucent vs. Telephony International (Orrick, Herrington & Sutcliffe)  
Lucent vs. Network Access Solutions (Lowenstein Sandler)  
Nortel vs. Genuity Bankruptcy Committee (Lovells)  
TKTel vs. Ericsson (Altman & Company)  
Cogent vs. eBroadBandNow (Law office of Byron Fleck)  
AT&T Shareholders vs. AT&T Corp and Officers (Sidley, Austin, Brown & Wood)  
Global Crossing Shareholders vs. Arthur Andersen (Curtis, Mallet-Prevost, Colt & Mosle)  
Laci/Scott Peterson murder trial (Fox News Network)

### **PROFESSIONAL QUALIFICATIONS:**

Owner and operator of four boutique telecommunications companies. All four are start-ups bootstrapped personally and are operating profitably.

<http://www.Telphonic.com> (legacy long distance services)

<http://www.Cellphonic.net> (International cellular service)

<http://www.NetGenie.net> (Internet access)

<http://www.Kaboom.net> (Voice over Broadband communication services)

Have negotiated the contractual obligations of greater than \$500 million of telecommunications equipment, infrastructure and services.

Owned and operated my first E-Commerce enterprise web venture in 1995. Second year sales exceeded \$1 million in revenue.

Areas of specialization include: voice, data and Internet transmissions (TDM, PRI, Frame Relay, ATM, Native IP, Clear Channel, DSL, HFC, Sonet, Ethernet, Metro Area Networks, MPLS, MGCP, Wi-Fi, Fixed Wireless, Satellite/Microwave Bands and Voice over Internet Protocol technologies).

A thorough knowledge of global values and metrics for voice termination, broadband transit services, co-location and data center facilities, Internet peering connectivity and dark fiber values in all major metropolitan markets Worldwide.

Complete comprehension of International and Domestic network designs, submarine cable routing, satellite bands, terrestrial fiber paths and last mile connectivity.

Managing direct relationships with 300 International telecommunications providers Worldwide.

### **KEY TECHNICAL SKILLS:**

- Voice, Data, Internet, Co-location
- Network Design, Engineering and Topography
- Equipment Testing, Selection & Installation
- Auditing of Capital Expenditures
- Cost and Financial modeling

- Contract Negotiations & Interpretations
- Operational support for all faculties of telecommunications

## **PROFESSIONAL EXPERIENCE:**

### **Co-Founder, Digital Island (sold to Cable & Wireless UK for \$1.1 Billion USD)**

Managed the team that provisioned the first International Frame Relay/ATM/IP multinational network for E-Commerce distribution with service level guarantees Worldwide (partial customer list included: Cisco Systems, Sun Microsystems, Microsoft, National Semiconductor, E-Trade, Stanford University, MasterCard, UBS Warburg, Financial Times, Canon, ABN Amro, Reuters, Charles Schwab).

Identified, contracted and managed the provisioning and installation of carrier grade data centers (Silicon Valley, New York, London, Sao Paulo, Tokyo, Hong Kong, Munich, Seoul, Paris).

Researched, contracted and directed all high visibility, mission critical telecom infrastructure to support global e-commerce delivery, integrated hosting, content delivery and related international network applications worldwide.

The Digital Island network infrastructure was designated the first "Cisco Powered Network" Worldwide.

Served as the point of contact for internal finance projections as related to fiscal planning of all network expenses and respective ROI pertaining to product development and design.

### **Managing Director of Telecom, MetroMedia Fiber Networks (Initially worked for AboveNet Communications until acquisition for \$3.0 Billion USD)**

Managed a team that acquired the extensive peering relationships and physical plant facilities that contributed to the largest aggregated bandwidth network in the World.

Served as the point of contact for internal finance projections as related to fiscal planning of all network expenses and respective ROI pertaining to product development and design.

Negotiated and contracted for multi-continental (terrestrial) and multi-oceanic (submarine) IRUs.

### **Vice President of Network Operations, Dialpad Communications (sold to Serome Technologies of Korea)**

Led the network operations team for the fastest growing web portal in the history of the Internet (faster than Yahoo! and AOL combined).

Served a 15 million-person subscriber base represented from every country in the World.

Negotiated, contracted, provisioned and managed the network infrastructure that facilitated the World's first 1 billion voice minutes terminated using VoIP (Voice over Internet Protocol).

Managed an annual cost center greater than \$50m USD.

Managed the systems engineering and network integration to support the first telephony application internally embedded within a Microsoft Operating System code architecture (Windows XP SIP VoIP client).

Managed a team of Sun Unix systems engineers, Cisco/Lucent/Sonus/NT network engineers, Oracle data base administrators, VoIP systems integrators, IT administrators and Telecom billing analysts responsible for supporting all corporate communications and enterprise contractual commitments of greater than 2 billion minutes of voice termination, Internet Access connectivity and Data Center facilities to ensure the delivery of overall corporate operational metrics within financial budgets.

Served as the point of contact for internal finance projections as related to fiscal planning of all network expenses and respective ROI pertaining to product development and design.

The Dialpad infrastructure was designated the first "Virtual Cisco Powered Network" Worldwide.

**Prior to the above, I held technology positions with Pacific Bell and Sprint Communications.**

**EDUCATION:**

Bachelor of Science, Business Administration  
Concentration in Operations & Systems Management  
Minor in Human Communication Studies  
California State University, Sacramento, 1983

**PUBLICATION CONTRIBUTIONS:**

"Entrepreneurial Spirit," Harvard Business School. A Case Study Of A Technical Start Up Enterprise.

"Speaking Over the Net," An overview of VoIP systems for OEM manufacturers and platform porting.

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